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WALTER JOHNSON NAMED 2006 SMALL BUSINESS PERSON OF THE YEAR



SANTA ANA, CALIF – Walter Johnson, President of Pacific Crossing LLC of Irvine, CA, has been named *Small Business Person of the Year 2006* by the Santa Ana District Office of the U.S. Small Business Administration (SBA). The District serves Orange, Riverside and San Bernardino Counties. District Director J. Adalberto Quijada announced his selection saying “Mr. Johnson has demonstrated the ability to overcome challenges with creativity, imagination, staying power and

community involvement. He and his wife have built a very successful business that has grown significantly during the last 3 years.” Jeffrey Hunter, Business Development Manager for Pacific Crossing LLC nominated Johnson for his personal commitment to staff development, hard work and dedication to building a company of people with exceptional creativity, expertise and determination.

Pacific Crossing was established in 1994 as a technical staffing and project management company with expertise in software applications development, network engineering, systems integration, and software quality assurance. With corporate offices located in Irvine, CA, it has earned a stellar reputation as a “partner of choice” in providing cutting edge and cost effective solutions to meet today’s most challenging demands. Pacific Crossing’s ability to provide its customers the most qualified technology professionals and solutions precisely when they are needed, have been driving success factors propelling continued growth and success within the aerospace, government prime contractor, automotive, telecommunications, banking and entertainment industries.

Johnson’s greatest success as a business person came after the dot-com bust as he transitioned Pacific Crossing to a full-fledged engineering and information technology consulting company. In the last 4 years Pacific Crossing has secured contracts for IT labor from many of the country’s best known companies including Toyota Motor Sales. It was awarded GSA’s 8(a) STARS government wide acquisition contract in 2004. Pacific Crossing has participated in several Business Matchmaking Events held by the SBA and HP Foundation. These have resulted in significant contracts with Northrop Grumman, Raytheon and AT&T. Since obtaining 8(a) certification from the SBA, Pacific Crossing continues to steadily increase its sales to the federal government and prime contractors, to include a recent contract award by the Navy.

Walter Johnson dedicates considerable time and resources to community projects, believing that corporations and their leadership have a responsibility to share in community improvement. He has contributed

his time to the 100 Black Men of Orange County, the Saddleback Valley Bears Flag Football Team, and the African American Parents of South Orange County and as chairman of the “Christmas Ain’t Easy Gala,” a family of three children displaced from New Orleans to Orange County as a result of Hurricane Katrina, was treated to an enjoyable Christmas in an effort to hear one less family say “Christmas Ain’t Easy.”

Johnson will be honored locally at the SBA Small Business Award Luncheon on Tuesday, April 18, 2006 at the Grove of Anaheim, CA as part of a nationwide salute to small business. For further information on the luncheon contact Orange County Small Business Development Center at (714) 564-5202.

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